

SustainableWorks

Conserving Energy. Creating Jobs.

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www.iafnw.org/sw

December 11, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

We at SustainableWorks are excited and ready to support the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application as a key service delivery partner. If funded, the Retrofit Ramp-Up program will allow us to work together to continue to address key regional barriers to achieving greater numbers of building energy efficiency retrofits. As a statewide provider of services from community mobilization to auditing and energy efficiency retrofits, we will utilize Seattle's program to serve as an expanded demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

With over three years in development and pilot projects, SustainableWorks has pioneered a neighborhood approach to achieve large scale energy efficiency retrofits and the accompanying job creation. Through the work of the Spokane Alliance, and Sound Alliance, Industrial Areas Foundation affiliates, we have brought together religious institutions, labor and non-profits to create a new paradigm for energy efficiency retrofit delivery. The Alliances' years of work in community organizing has given us the ability to recruit volunteers in order to create deep engagements within targeted communities resulting in high participation rates. Veteran energy efficiency experts and labor have developed a bundled delivery system to dramatically reduce the cost of the audits and retrofits themselves. Together, these practices have radically changed the economics of energy efficiency retrofit delivery and will allow us to achieve large scale deployment that is sustainable long term.

Currently, with the support of \$4 million in ARRA funds administered through the Washington State University Energy Office, we are implementing our plan to retrofit 1,800 homes utilizing our neighborhood approach throughout the State of Washington. In the early phases of our first neighborhood targets, in Spokane and Seattle, we have already attracted over 150 homeowners in each neighborhood. This represents over 10% of the residents. We anticipate that with refinement of our methods we can reach 20% penetration rate and with programs targeted to remove barriers, as proposed in the Seattle Retrofit-Ramp-up Plan, we can easily achieve 25% penetration. We will leverage over \$400,000 in ARRA investments in program development, databases, website and administrative overhead to support the Seattle Plan. Additionally, the investments from the City of Seattle Plan will move us even more quickly to complete program sustainability and rapid expansion throughout the City and State.

In addition, through a \$960,000 ARRA credit enhancement grant managed by the WA State Department of Commerce, SustainableWorks is establishing a loan program with community financial institutions to create low interest, readily available loans to homes seeking energy efficiency retrofits. Approximately \$150,000 in grant funds, supporting \$1,500,000 in loans, is being applied in Seattle,

with additional funding available based on the loan program's experience. The program development, marketing and administrative costs of this program can be leveraged to expand the program to more Seattle residents and others throughout the State of Washington in the future.

As a partner we will continue to participate in regular collaborative meetings to exchange ideas, work to overcoming barriers, and learn from Seattle program staff and other involved parties in order to build on the success of the Retrofit Ramp-Up program.

SustainableWorks believes this program will help a spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink, reading "Steve Gelb". The signature is written in a cursive, flowing style.

Steve Gelb
Executive Director

SOUND ALLIANCE

Organizing for the Common Good.

Member Institutions:

- Admiral Congregational U.C.C.
- Bethel Education Association
- CASA Latina
- Holy Disciples Catholic Church
- IBEW Local 46
- IBEW Local 76
- International Association of Heat & Frost Insulators & Allied Workers
- Kent Education Association
- Laborers Local 242
- Laborers Local 252
- Miles Memorial CME Church
- Normandy Park Congregational Church
- Painters & Allied Trades District Council 5
- Plumbers & Pipefitters Local 32
- Seattle Community Colleges Federation of Teachers
- Seattle Education Association
- Sheet Metal Workers Local 66
- Society of Professional Engineering Employees in Aerospace (SPEEA)
- Soundview UniServ Council
- St. Jude Catholic Church
- St. Michael Catholic Church
- St. Vincent de Paul Catholic Church
- Summit UniServ Council
- Fife Education Association
- Franklin Pierce Education Association
- Puyallup Education Association
- Tacoma Dominican Sisters and Associates
- Tacoma Education Association
- Teamsters Joint Council 28
 - Teamsters Local 117
 - Teamsters Local 174
 - Teamsters Local 252
 - Teamsters Local 313
 - Teamsters Local 763
- Temple Beth Am
- University Unitarian Church
- WA State Building & Const. Trades Council

December 9, 2009

Mr. Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann:

As someone who is spent the last seven years working to create mechanisms (local pilots and state legislation) aimed at allowing energy efficiency retrofits in the residential and small commercial markets to take off at a very large-scale, I am personally very excited about the Retrofit Ramp-Up program you have created for the city of Seattle. You clearly have all of the right pieces in place for a very successful endeavor.

Organizationally, the Sound Alliance and its member institutions are prepared to commit their full resources to making this program is success. The work that we are currently doing in Northeast Seattle to recruit customers for SustainableWorks is both proving the viability of our recruitment model and teaching us important lessons that will make it even more successful in the future. With refinements to the organizing model and enhancements that break down barriers for particularly challenging populations, we believe that reaching a 25% participation rate is well within reach.

In addition, the Alliance has secured a sizable grant from The Atlantic Philanthropies to expand its organizing capacity for this project and is in the process of leveraging additional resources from other national foundations. We already have the training infrastructure in place to scale up very quickly and are confident in our ability to deliver our part of the Retrofit Ramp-Up program. We look forward to working with you to make the entire effort a great success.

For the Sound Alliance,

Sincerely,



Joe Chrastil
Lead Organizer

December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Dear Mr. Mann:

On behalf of the Community Benefits Law Center, I am writing to express our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. Our organization is working with the City in this effort because we believe Seattle has a strong commitment to advancing state-of-the-art retrofit programs that maximize environmental benefits; that build long-term capacity among a pool of specialized, certified, high-road contractors; and that create opportunities for long-term careers in green jobs.

The CBLC provides legal and technical assistance around the country to public entities, nonprofits, and others working on approaches to ensure the public spending advances the causes of the environment and social and economic justice. We focus on policies that create good jobs, green jobs, equitable access to opportunities created by economic development, and improvement in major land use and economic development decisions that affect low-income communities.

Attorneys with the Community Benefits Law Center have a long history of working closely with city governments and broad coalitions of stakeholders, with extensive experience drafting green jobs policies, targeted hiring policies, contracting policies, and community benefits agreements. Our attorneys regularly speak, publish, and teach on issues of local hiring, green jobs, and community benefits.

We are excited about the possibilities in Seattle, and are enthusiastic program partners with the City. If the City's program is funded, we look forward to working collaboratively with the City to help develop state-of-the-art contractor qualification, training, and worker targeting systems. The City has already developed a strong reputation for its building energy efficiency policies, workforce training programs, financing mechanisms, and related programs. Increased funding will allow Seattle to build on current successes and become a national model for large-scale retrofit programs.

For these reasons, the Community Benefits Law Center strongly supports the City of Seattle's Retrofit Ramp-Up program. Please contact me with any questions about the CBLC's support of Seattle's efforts.

Sincerely,



Julian Gross, Director



December 14, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of Green For All, I am writing to confirm our support for the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up program. If funded, the Retrofit Ramp-Up program will overcome key regional barriers to achieving higher numbers of building energy efficiency retrofits. Our organization is contributing to this effort because we believe it is a winning program model that will achieve long term energy efficiency gains and market transformation in the Pacific Northwest.

- Green For All is currently negotiating an MOU to establish a partnership with the City of Seattle to provide support for a community engagement process that will result in high-road hiring and contractor standards.
- Green For All will explore ways to leverage national visibility and support for the Program.

We are enthusiastic program partners to the City of Seattle. In recent years, the city has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- Offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Green For All is fully supportive of the City of Seattle's Retrofit Ramp-Up program and, if funded, will contribute in the ways described above to guarantee successful program implementation.

Sincerely,
Jeremy Hays, National Field Director

STATE REPRESENTATIVE
46th DISTRICT
SCOTT WHITE

State of
Washington
House of
Representatives

CAPITAL BUDGET
LOCAL GOVERNMENT
& HOUSING
HIGHER EDUCATION

December 7, 2009



Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant Retrofit Ramp-Up application. The Retrofit Ramp-Up program concentrates on critical regional barriers to reaching greater numbers of building energy efficiency retrofits. If funded, this innovative proposal to catalyze weatherization and energy efficiency has the incredible potential to impact significant populations in priority neighborhoods and is a package that is attractive to a variety of stakeholder groups, including homeowners, financial institutions, utilities and investors.

I am impressed with Seattle's program and hope that it will act as a model, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come. The focus on neighborhoods will help increase public awareness, reduce implementation costs and obtain maximum energy savings.

The City's pioneering efforts are also being modeled by many jurisdictions and organizations throughout Washington State in other energy efficiency planning frameworks. I am pleased with the significant progress the City has already made in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. While progress has been made, much work still remains to meet our regional efficiency goals. Specifically, this grant will enable Seattle to build on current successes to deliver a market-transforming program model that will help us reach a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors; provide a reliable portfolio of program delivery, as well as outreach and education models; and offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

I strongly support the Retrofit Ramp-Up program application and I believe this proposal has the potential to help Seattleites achieve our goals by addressing energy issues home by home and building by building through efficient and accountable strategies.

Sincerely,

A handwritten signature in dark ink, appearing to read "Scott B. White".

Scott White
State Representative

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PRINTED ON RECYCLED PAPER





King County

Dow Constantine

King County Executive

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Seattle, WA 98104-1818

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www.kingcounty.gov

December 3, 2009

Michael Mann, Acting Director
Office of Sustainability and Environment, City of Seattle
Seattle Municipal Tower
700 5th Avenue, Suite 2748
Seattle, WA 98124

Mr. Mann:

On behalf of King County, Washington, I am writing in support of the City of Seattle's Energy Efficiency and Conservation Block Grant (EECBG) Retrofit Ramp-Up application. If funded, the Retrofit Ramp-Up program will address key regional barriers to achieving higher numbers of building energy efficiency retrofits. Seattle's program will serve as a demonstration, informing the design of future energy efficiency programs throughout the State of Washington and the Pacific Northwest for years to come.

The City of Seattle has made great strides in advancing building energy efficiency policies, workforce training programs, financing mechanisms, and energy performance disclosure systems. Already, many jurisdictions and organizations throughout Washington State are modeling their energy efficiency planning frameworks from the programs and policies Seattle has pioneered. However, there is more work to be done to meet our regional efficiency goals. Retrofit Ramp-Up dollars will allow Seattle to build on current successes to deliver a market-transforming program model that will:

- Achieve a minimum of 30% savings over current use and reach at least 25% of buildings within target areas across all building sectors;
- provide a reliable portfolio of program delivery and outreach/education models; and
- offer 'proof of concept' for innovative and market transforming financing mechanisms that are replicable and offer a high leverage ratio.

Like Seattle, King County has multiple programs that support residential and small commercial energy efficiency efforts, including our Solid Waste Division's Green Tools Program and the Department of Development and Environmental Services' Green Building Assistance Program. Additionally, King County, in partnership with the Master Builders Association and Snohomish County has developed the Built Green™ residential green building program. These efforts will all benefit from the groundbreaking implementation program that Seattle's Competitive EECBG grant proposes.



Seattle's program would result in multiple benefits for King County. The tools the program will develop and test, such as the residential Energy Performance Score, as well as the local workforce that will be used to carry out the energy retrofits, will support and stimulate local energy efficiency efforts long after the project ends. Perhaps most importantly, however, is that the project will provide a local example and expertise of the type of energy efficiency retrofit program that needs to happen throughout the County and Country. The City and its partners have promised to share the successes and challenges of their project as it serves as a model to stimulate similar efforts throughout the region, and King County is excited to participate to learn from and build on these efforts.

As a partner we will participate in regular collaborative meetings to exchange ideas, brainstorm on overcoming barriers, and learn from Seattle program staff and other involved parties about the success of the Retrofit Ramp-Up program.

King County believes this program will help spur a fundamental change in the way our region perceives and pursues energy efficiency opportunities and are fully supportive of the City of Seattle's Retrofit Ramp-Up program application.

Sincerely,

A handwritten signature in black ink, appearing to read "Dow Constantine". The signature is fluid and cursive, with a long horizontal line extending from the end.

Dow Constantine

King County Executive



Gregory J. Nickels
Mayor of Seattle

December 11, 2009

Karen Bahan
Contracting Officer DOE
Environmental Management
Consolidated Business Center Chiquita Center
250 East 5th Street, Suite 800
Cincinnati, OH 45202

Dear Ms. Bahan:

I am pleased to submit this letter of support for the City of Seattle's application to the US Department of Energy's Funding Opportunity Announcement for the Energy Efficiency and Conservation Block Grant funded Retrofit Ramp Up program.

The City of Seattle launched an effort to become the nation's center for green building in April of this year. Our Green Building Capital Initiative is a comprehensive approach to reduce energy use in public and private, residential and commercial sector buildings 20% by 2020. The Retrofit Ramp Up funding offers an opportunity to quickly scale up this effort in a target neighborhood in the City.

Seattle's neighborhood "Weatherize Every Building (WEB)" program utilizes an intensive neighborhood-based approach to identify, finance, deliver and monitor energy efficiency retrofits in every building within the target district. Our target area for initial deployment (during the 3 year grant period) includes single family homes as its primary focus, but includes elements of multi-family, small business, large commercial, institutional and municipal facilities. We will achieve a 25% retrofit conversion rate for the term of the grant. This region represents one-eighth (1/8th) of the population of the City of Seattle, includes rental and owner-occupied properties, and has a strong focus on bringing energy efficiency savings to low- and middle-income residents in the City.

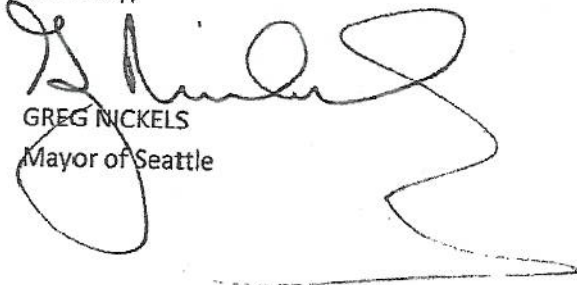
The Neighborhood WEB program leverages federal, state, and local government, utility and private capital resources to build a long term, sustainable funding stream for retrofits that will begin in the target sector, but ultimately expand to the scale of the entire City. Each dollar of EECBG funds will leverage seven partner dollars, leveraging \$160 million in additional funds.

Creative financing structures, including revolving loan funds and energy efficiency service charges, both utilizing utility bill repayment; new technology solutions built on the Puget Sound's intellectual capital, including energy performance labeling for residential and commercial buildings; and innovative workforce development strategies will be refined through this project for deployment throughout the state, and ultimately nationwide.

Finally, the Seattle EB program builds on partnerships, with over 40 utility, technology, industry, labor, university, and government organizations.

This project has my full support and endorsement. Please contact Michael Mann, Acting Director, City of Seattle Office of Sustainability and Environment, at (206) 684-7395 or mike.mann@seattle.gov for additional information. Thank you again for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'G. Nickels', with a long, sweeping horizontal line extending to the right.

GREG NICKELS
Mayor of Seattle